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**1984/01/16**

~~CONFIDENTIAL~~

DEPARTMENT OF COMMERCE

*Unclassified*

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INCOMING  
TELEGRAM

014109 DC0705

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014109 DC0705  
16/8942Z

16/1425Z

ACTION OFFICE 4488-82

INFO CCEN-B1 OPS-B1 1884-B2 4481-B1 NTIS-B1 4110-B1 1470-B1  
5288-B1 1888-B2 AIRD-B1 OIL-B1 6228-B3 6410-B1 CEN-B1  
NOAA-B1 BEA-B1 NBS-B1 BE58-B1 311-B1 7025 A3 JRS6

RR RUENDC  
DE RUMJPG #0803/B1 #168914  
IN 4 CCCCC ZZN  
R 168989Z JAN 84  
FM AMEMBASSY BEIJING  
TO RUENDC/USDOC WASHDC  
INFO RUENC/SECSTATE WASHDC SS13  
ZEN/AMCONSUL GUANGZHOU POUCH  
ZEN/AMCONSUL SHANGHAI POUCH  
BT

~~CONFIDENTIAL SECTION #1 OF #3 BEIJING 88883~~

DOC FOR DAS LAVSON FROM SCIENCE COUNSELLOR; STATE FOR  
DOS/SCT AND EAP/C

E.O. 12336: DECL: 12/16/83  
TAGS: NSCA, TECH, ETAD, PREL, OVIP, CH, US  
SUBJECT: VIEWS ON PROPOSED CEREMONY/SPEECH MARKING  
- LAUNCH OF SENIOR/EXECUTIVE SCHOOL DURING  
- PRESIDENT'S VISIT

REF.: 83 STATE 364568

1. ~~RE~~ WE APPRECIATE YOUR SOLICITING EMBASSY VIEWS  
ON WHAT LOOK TO BE EXCELLENT IDEAS. BEFORE ADDRESSING  
THE QUESTION OF A CEREMONY HERE, HOWEVER, WE SHOULD  
LIKE TO SHARE WITH YOU A KEY DECISION TAKEN BY THE  
AMBASSADOR AND STRONGLY SUPPORTED BY ALL PARTS OF THIS  
EMBASSY. THE U.S. HAS ARRANGED AN EXTRAORDINARY  
SCHEDULE FOR PREMIER ZHAO. WE SHOULD NOW PRESS THE  
CHINESE TO MEET THEIR RESPONSIBILITY TO PRODUCE SUGGES-  
TIONS FOR EQUIVALENT PUBLIC FORA AND SIGNIFICANT EVENTS  
DURING THE PRESIDENT'S VISIT HERE. ONCE THE CHINESE  
HAVE PRODUCED SOME IDEAS, THE U.S. WILL BE ABLE TO  
ASSEMBLE AND EVALUATE ALL THE POSSIBILITIES, INCLUDING  
THOSE WHICH, LIKE YOURS, THE U.S. HAS GENERATED ITSELF.  
THE CONSEQUENCE OF THAT DECISION IS THAT YOUR PROPOSAL  
SHOULD BE VETTED NOW WITH THE WHITE HOUSE, BUT IT SHOULD  
BE HELD BACK FROM THE CHINESE UNTIL THE CHINESE SUGGES-  
TIONS COME FORWARD.

2. ~~RE~~ WE SHOULD ALSO LIKE TO SHARE WITH YOU SOME OF  
OUR IMPRESSIONS CONCERNING CHARACTERISTICS BEING SOUGHT  
FOR THE PUBLIC EVENTS DURING THE VISIT. ONE REASON  
FOR BRINGING UP THESE POINTS IS THAT MANY ARE INDEED  
COVERED BY THE IDEAS RAISED IN THE REFTEL (ON SEVERAL  
POINTS THE CEREMONY IDEA SEEMS A BETTER FIT THAN ANY  
OTHER POSSIBILITIES WE HAVE HEARD). ANOTHER REASON  
IS THAT SOME REPACKAGING OR REPRIORITIZING OF THE  
ELEMENTS PRESENT WITHIN THE IDEA MIGHT HELP IN DOC'S  
EFFORTS TO HAVE A PRESIDENTIAL SPEECH/CEREMONY INCLUDED  
IN THE AGENDA. THE DESIRES FOR PUBLIC EVENTS, AS THE  
EMBASSY UNDERSTAND THEM, WOULD INCLUDE:

(A) OPPORTUNITY FOR MAJOR ADDRESS, ESPECIALLY ON  
POSITIVE ASPECTS AND DIRECTION OF THE RELATIONSHIP

(B) MEDIA COVERAGE FROM BOTH COUNTRIES (I.E.,  
NEWSWORTHY ACTIVITIES)

(C) OPPORTUNITY TO MEET WITH OR ADDRESS YOUNGER  
PEOPLE IN CHINA

(D) APPEARANCES OR ACTIVITIES WITH THE CHINESE  
LEADERSHIP

(E) ITEMS, ACTIVITIES, OR SITE-VISITS THAT ARE  
"DIFFERENT," I.E., HAVE NOT BEEN DONE BY OTHER  
STATE VISITORS TO CHINA, INCLUDING PREVIOUS  
PRESIDENTIAL VISITS

(F) ANY ACTIVITY MUST REFLECT THE DIGNITY OF THE  
OFFICE, I.E., "BE PRESIDENTIAL."

3. ~~RE~~ ON THE IDEAS PRESENTED IN THE CABLE, WE  
HAVE THE FOLLOWING REACTIONS:

(A) A SIGNIFICANT ADDRESS. THE LAUNCHING OF THE  
NEW SENIOR EXECUTIVE MANAGEMENT SCHOOL IS AN EVENT  
INTRINSICALLY RELATED TO U.S. INTEREST IN CHINA'S  
CRUCIAL MODERNIZATION POLICY. IT DERIVES FROM THE  
SAME POSITIVE U.S. ATTITUDE TOWARD CHINA THAT BROUGHT  
THE PRESIDENT'S HISTORIC DECISION ON TECHNOLOGY  
TRANSFER, THE CONCLUSION OF THE INDUSTRIAL/TECHNO-  
LOGICAL COOPERATION AGREEMENT (WHICH THE PRESIDENT IS  
SIGNING), AND THE U.S.-P.R.C. COOPERATION IN SCIENCE  
AND TECHNOLOGY, WHICH HAS GROWN UNDER PRESIDENT  
REAGAN'S ADMINISTRATION INTO THE LARGEST SUCH  
PROGRAM IN THE WORLD. THE CEREMONY THUS WOULD  
PRESENT AN EXCEPTIONAL VENUE FOR A SPEECH BY THE  
PRESIDENT BOTH ON U.S. INTEREST IN A MODERN, PRO-  
GRESSIVE CHINA AND ON AMERICAN CAPABILITIES AND  
ACTIONS THAT CAN HELP CHINA IN THE MODERNIZATION.  
THESE SEEM TO US TO BE AMONG THE VERY BEST POINTS  
IN IMPROVING U.S.-CHINA RELATIONSHIP. IF THE  
CHINESE LEADERSHIP WERE ALSO TO SPEAK (SEE ALSO  
POINT (C) BELOW), THE CHINESE SPEECH WOULD PERHAPS  
ALSO BE DIRECTED TOWARD THE POSITIVE ASPECTS OF THE  
CHINA-U.S. RELATIONSHIP. HAVING CHINESE LEADERSHIP  
BT  
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Declassified By  
Nancy Lynn DSHan  
DAS/AP 5/6/96 11/11/97

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DEPARTMENT OF COMMERCE

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014118 DC0789

16/89492

--16/1426Z

INFO SRV-74 CCEN-81 OPS-81 /826 A3 JB16

INCOMING  
TELEGRAM

014118 DC0789

CHINESE AUDIENCE ALONE -- NOT SHARING PODIUM WITH CHINESE LEADERSHIP. SUGGESTIONS FOR SUCH OCCASIONS SHOULD BE PRODUCED BY THE CHINESE THEMSELVES, AS DESCRIBED IN PARA ONE ABOVE).

RR RUENDC  
DE RUMJPG 08803/82 0160917

ZNY CCCCC ZMH  
R 160909Z JAN 84  
FM AMEMBASSY BEIJING  
TO RUENDC/USDOC WASHDC  
INFO RUENC/SECSTATE WASHDC SS14  
ZEN/AMCONSUL GUANGZHOU POUCH  
ZEN/AMCONSUL SHANGHAI POUCH

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CONFIDENTIAL SECTION 82 OF 83 BEIJING 08803

DOC FOR DAS LAWSON FROM SCIENCE COUNSELLOR; STATE FOR DCS/SCT AND EAP/C

T.O.: 13350. DELL: 12/16/84  
TAGS: KSCA, TECH, ETRD, FREE, OVIP, CN, US  
SUBJECT: VIEWS ON PROPOSED CEREMONY/SPEECH MARKING

UNDERScore POSITIVE PARTS OF THE RELATIONSHIP WOULD, WE BELIEVE, SERVE THE PRESIDENT WELL. GIVEN CHINESE LEADERSHIP PARTICIPATION AND A LARGE AUDIENCE (SEE (E) BELOW), WE BELIEVE THE NATURAL LOCALE WOULD BE THE GREAT HALL OF THE PEOPLE, WHICH WOULD POSE REAL ADVANTAGES FOR MEDIA COVERAGE AND INTEREST.

(B) A CEREMONY. WE INDEED BELIEVE THAT A SHORT CEREMONY -- SETTING THE STAGE FOR BUT NOT OVER-SHADEwING THE SPEECH -- IS APPROPRIATE, BUT NOT IN TERMS OF THE OPENING OF "DALIAN CENTER'S SPRING SESSION." THAT EXPRESSION CAUSED SOME MILD CONFUSION WITHIN THE EMBASSY, FOR THE OPENING OF ONE OF THE YEARLY SESSIONS OF DALIAN IS NOT THE LEVEL OF EVENT TO WHICH ONE SHOULD CONSIDER DEVOTING THE PRESIDENT'S LIMITED TIME IN CHINA. THE KEY EVENT THIS YEAR UNDER THE S&T MANAGEMENT PROTOCOL IS, HOWEVER, ACTUALLY THE "LAUNCHING" OF THE NEW SENIOR EXECUTIVE SCHOOL. THE SCHOOL HAPPENS TO BE ATTACHED TO THE DALIAN FACILITIES, BUT, MORE IMPORTANTLY, IS A BRAND-NEW INITIATIVE UNDERTAKEN UNDER THE REAGAN ADMINISTRATION, NOT ITS PREDECESSOR. THE NEW SCHOOL WILL INCLUDE SENIOR CHINESE PERSONNEL, OF LEVELS OF RESPONSIBILITY HIGHER THAN THE CORE COURSE AT DALIAN WILL EVER TAKE. A NEW DEPARTURE IN U.S.-CHINESE COOPERATION, THE SENIOR EXECUTIVE SCHOOL IS A SOLID EXAMPLE OF ENHANCED CHINESE FAITH BOTH IN THE U.S. RELATIONSHIP AND IN THE DEMONSTRATED VALUE OF U.S.-ORIGIN MANAGEMENT METHODS. WE THUS BELIEVE THAT THE EVENT IS MOST "PRESIDENTIAL." WE WOULD URGE A CLOSER DEFINITION OF THE EVENT AND CEREMONY WHEN THE IDEA IS PLACED IN CONSIDERATION FOR INCLUSION IN THE PRESIDENT'S SCHEDULE.

(C) CHINESE LEADERSHIP PARTICIPATION. WE CONCUR WITH DAS LAWSON'S REASONING THAT PRESIDENTIAL PARTICIPATION IN AN EVENT THAT IS THE INITIATION OF A KEY JOINT UNDERTAKING WOULD VIRTUALLY GUARANTEE CHINESE LEADERSHIP PRESENCE. FURTHERMORE, IF THE PRESIDENT SPEAKS, SOMEONE FROM THE LEADERSHIP WOULD ALSO DO SO. CHINESE LEADERSHIP PARTICIPATION ALONGSIDE THE PRESIDENT WOULD TURN THE CEREMONY INTO A MAJOR MEDIA EVENT FOR CHINA AND WOULD LIkELY INCREASE THE DEPTH OF U.S. MEDIA COVERAGE DRAMATICALLY AS WELL. THE WHITE HOUSE MAY WISH FOR PRESIDENT ALSO TO HAVE OPPORTUNITY TO ADDRESS A

(D) A SEPARATE "MANAGEMENT" PROTOCOL UNDER THE S&T AGREEMENT. THERE IS MERIT IN THE ESTABLISHMENT OF A SEPARATE PROTOCOL ON MANAGEMENT. THE CURRENT PROTOCOL DIVIDES CLEARLY INTO TWO PARTS, MANAGEMENT AND INFORMATION. EACH PART HAS DISTINCT ACTIVITIES AND DISTINCT ADMINISTRATIVE AGENCIES ON THE RESPECTIVE SIDES, SO SEPARATION IS EASY. A NEW PROTOCOL WOULD REFLECT THE SINGULAR SUCCESS OF THE MANAGEMENT COOPERATION TO DATE, AND SUBSTANTIATE U.S. CONTRIBUTIONS OF OUR CONCEPTS, EXPERIENCES, AND IDEAS TOWARD A MODERN, STABLE CHINA. WHILE THE SIGNING MIGHT BE INCLUDED AS PART OF THE SPEECH/ CEREMONY, WE SEE THE ACTUAL SIGNING AS LESS IMPORTANT THAN THE LAUNCHING OF SENIOR SCHOOL AND -- MOST SIGNIFICANT -- THE PRESIDENTIAL ADDRESS. WE WOULD THEREFORE SUGGEST SCHEDULING THE SIGNING AS THE LAST OR OPTIONAL PART OF THE CEREMONY, DROPPING THE SIGNING IF THE SCHEDULE GETS TOO TIGHT.

(E) AUDIENCE AT THE CEREMONY. WE BELIEVE THAT THE FRONT RANKS OF THE AUDIENCE FOR SUCH A CEREMONY WOULD BE CHINESE AND AMERICAN LEADERSHIP. SEATED BEHIND THEM COULD COME THE CHINESE PARTICIPANTS AND FACULTY FOR THE NEW SENIOR EXECUTIVE SCHOOL. THE "MIDDLE TO BACK ROWS" OF THE AUDIENCE MIGHT BE FILLED WITH ALUMNI FROM THE CORE COURSE AT DALIAN, MAKING A TOTAL AUDIENCE OF 300 OR MORE. THIS EVENT CAN COVER THE DESIRE FOR EXPOSURE TO YOUNGER PEOPLE IN CHINA IN A WAY UNMATCHED BY OTHER SUGGESTIONS. AS THE GRADUATES OF THE CORE COURSE ARE GENERALLY OF THE AGES 23-45, AND AS THEY ARE THE IDENTIFIED "RISERS" IN THE CHINESE GOVERNMENT,

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08803

Declassified By:  
Nancy Lynn Patten  
DAS/AP 5/6/86  
E.C. 12958 1.1P

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DEPARTMENT OF COMMERCE

INCOMING  
TELEGRAM

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014112 DC0787  
16/0345Z

INFO SRV-74 CCEN-81 OPS-81 /826 AJ J016

16/1427Z  
6. (C) EMBASSY ALSO HAS NOW IN PREPARATION A CABLE  
SUGGESTING AN OVERALL THEME FOR THE PRESIDENTIAL VISIT.  
YOU WILL SEE THAT YOUR IDEA IS FULLY CONSISTENT WITH  
THE SUGGESTED THEME. END FYI. FREEMAN

014112 DC0787

RR RUENDC  
DE RUMJPG 08883/83 0160320  
ZNY CCCCC ZIM  
R 168989Z JAN 84  
FM AMEMBASSY BEIJING  
TO RUENDC/USDOC WASHDC  
INFO RUENC/SECSTATE WASHDC SSIS  
- ZEN/AMCONSUL GUANGZHOU POUCH  
ZEN/AMCONSUL SHANGHAI POUCH  
BT  
~~SECRET SECTION 83 OF BD BEIJING 08883~~

DOC FOR DAS LAVSON FROM SCIENCE COUNSELLOR; STATE FOR  
DES/SCT AND EAP/C

E.O. 12336: DECL: 12/16/88  
TAGS: KSCA, TECH, ETRD, PREL, OVIP, CH, US  
SUBJECT: VIEWS ON PROPOSED CEREMONY/SPEECH MARKING

THE DALIAN ALUMNI MAY WELL BE THE MOST IMPORTANT GROUP  
OF YOUNG PEOPLE IN ALL OF CHINA. FURTHER, MORE THAN  
SIX HUNDRED OF THE SEVEN-HUNDRED-PLUS ALUMNI OF DALIAN  
LIVE WITHIN ONE DAY'S TRAIN TRAVEL OF BEIJING, AND WE  
WOULD EXPECT THEM TO WELCOME THE OPPORTUNITY TO BE  
INVITED TO HEAR A MAJOR ADDRESS BY THE PRESIDENT OF  
THE UNITED STATES. TRUST THE CHINESE SHOULD HAVE NO  
REPEAT NO PROBLEM IN ASSEMBLING THE GROUP OF TWO-THREE  
HUNDRED ALUMNI MENTIONED IN THE REFTEL. THEY COULD  
PROBABLY GATHER MORE THAN 300 IF THE U.S. WANTED THEM  
TO DO SO.

4. (U) WE HAVE JUST LEARNED MORE ABOUT THE POSSIBILITY  
OF A PROTOCOL ON COOPERATION IN STATISTICS WHICH MIGHT  
BE READY FOR SIGNING BY THE TIME OF THE PRESIDENT'S  
VISIT. IF THAT PROTOCOL IS INDEED ADVANCED BY APRIL,  
ITS SIGNATURE MIGHT WELL BE ADDED TO THE ABOVE EVENT,  
ANOTHER ITEM OF AMERICAN PARTICIPATION IN CHINA'S  
CRUCIAL MODERNIZATION PROCESS.

5. (U) FYI. DOC PERSONNEL PRODUCED VERY VALUABLE  
SUGGESTIONS DURING RECENT CONSULTATIONS CONCERNING  
AMBASSADOR'S PROPOSAL FOR POSSIBLE PRESIDENTIAL  
INITIATIVE FOR A THINK-TANK. ONE OF THOSE SUGGESTIONS,  
INCORPORATING THE THINK-TANK UNDER NE EXISTENT MANAGE-  
MENT COOPERATION IS A "DALIAN-B," APPEARED A REAL  
WINNER FOR AS LONG AS THE INSTITUTE WAS TO BE A "JOINT"  
ONE. THE IDEA HAS BEEN MODIFIED SINCE EARLY DECEMBER,  
HOWEVER. THE CONSENSUS OF THE AMERICAN EXPERTS ON  
CHINA SUBSEQUENTLY CONSULTED RAM STRONGLY AGAINST ANY  
IDENTIFIABLE "JOINT" NATURE, AND THE AMBASSADOR HAS  
DECIDED TO FORWARD A PROPOSAL THAT CALLS FOR THE  
CHINESE TO ESTABLISH -- AND FUND THEMSELVES -- A  
"CHINESE" RESEARCH CENTER, TO WHICH THEY WOULD INVITE  
AMERICAN (AND OTHER NON-CHINESE) PARTICIPATION. THE  
AMERICAN AND EVEN THE CHINESE PARTICIPANTS IN THE  
THINK-TANK MIGHT WELL INCLUDE INDIVIDUALS WHO HAVE  
CONTRIBUTED TO THE DALIAN COOPERATION, BUT THERE NOW  
SEEMS LITTLE LIKELIHOOD -- EXCEPT BY INFERENCE THROUGH  
ITS ANNOUNCEMENT IN THE PRESIDENT'S SPEECH -- OF  
ATTACHING THE THINK-TANK DIRECTLY TO THE COOPERATION.  
YOU WILL BE RECEIVING VERY SOON FURTHER DETAILS ON THE  
AMBASSADOR'S PROPOSAL, BUT WE WANTED YOU TO HEAR  
DIRECTLY ABOUT THE DROPPING OF THE "JOINT" ASPECT SO  
THAT YOU WOULD NOT COUNT ON THAT IN THE DRAFTING OF  
THE NEW PROTOCOL.

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